

Message Text

UNCLASSIFIED

PAGE 01 MANAGU 05698 132153Z
ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 INR-07 CIAE-00 /025 W
----- 115423 /22

R 132114Z DEC 76
FM AMEMBASSY MANAGUA
TO USDOC WASHDC
INFO SECSTATE WASHDC 1805
INFO AMEMBASSY PANAMA

UNCLAS MANAGUA 5698

E.O. 11652: N/A
TAGS: BEXP, PINR, NU
SUBJECT: WTDR-FTI MANUFACTURERA CENTROAMERICANA S.A.

REF: USDOC 19925

1. NICARAGUA 2. COUNTRY CODE: 219 3. SERIAL NO.: 0102000
4. MANUFACTURERA CENTROAMERICANA S.A.
4A. CODE: 4B. CODE: A 4C. CODE: X
5. APARTADO POSTAL 3530; KM 14-1/2 CARRETERA LOS BRASILES
6. MANAGUA, NICARAGUA
7. ESTABLISHED: 1968 8. EMPLOYEES: 385
9. SIZE: (19-X) LARGE 10. REPUTATION: (22-X) GOOD
11. SELLS OWN MANUFACTURED PRODUCTS IN NICARAGUA AND
THROUGHOUT CENTRAL AMERICA.
12. REPORT DATE: 12/76
13A. 22212/0 MANUFACTURER OF POLYPROPYLENE INDUSTRIAL FABRICS;
13B. 30794/0 MANUFACTURER OF PLASTIC BAGGING;
13C. 22982/0 MANUFACTURER OF PLASTIC CORDAGE;
13D. 28210/5 IMPORTER OF PLASTIC RESINS AND FIBERS;
13E. 35593/5 IMPORTER OF PLASTICS WORKING MACHINERY
AND ACCESSORIES.
14. CONTACT: MR. HUGO SARRIA TITLE: GENERAL MANAGER
15. CABLE: MACEN 16. TELEX: NA 17. PHONE: 61380
18. FINANCIAL REFERENCES: BANCO NICARAGUENSE, APARTADO
POSTAL 549, MANAGUA; BANCO DE LONDRES & AMERICA DEL
SUD LTD., APARTADO POSTAL 91, MANAGUA; FIRST NATIONAL
CITY BANK, APARTADO POSTAL 3102, MANAGUA; THE FIRST
NATIONAL BANK OF BOSTON, PANAMA CITY, PANAMA.
19. TRADE REFERENCES: HERCULES INC., WILMINGTON,
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MANAGU 05698 132153Z

DELAWARE; ESSO CHEMICAL INC., NEW YORK CITY, NEW

YORK; SHELL OIL CO., HOUSTON, TEXAS; NOVAMONT INC.,
964 3RD. AVE., NEW YORK CITY, NEW YORK; THE BOULIGNY
COMPANY, P.O. BOX 10158, CHARLOTTE, NORTH CAROLINA.
20. FOREIGN FIRMS REPRESENTED: NA
21. FIRM IS A LARGE MANUFACTURER OF PLASTIC (POLYPRO-
PYLENE) PRODUCTS IN NICARAGUA. ITS AMPLI PLANT IN
THE OUTSKIRTS OF MANAGUA CONSUMES APPROXIMATELY
2,400 TONS OF PLASTIC RESINS AND FIBER PER YEAR, FOR
THE PRODUCTION OF BAGGING, FABRIC AND CORDAGE. MOST
OF THE FIRM'S IMPORTS OF BASIC PLASTIC PRODUCTS,
FIBERS AND MACHINERY ARE FROM THE UNITED STATES; HOWEVER,
SOME IMPORTS ARE ALSO MADE FROM GERMANY, JAPAN AND
ENGLAND, THE PLANT IS REPORTEDLY WORKING AT 90-95 PERCENT
OF ITS CAPACITY, ON A YEAR-ROUND BASIS. ITS PRODUCTION,
CONSISTING MOSTLY OF BAGGING FOR AGRICULTURAL PRODUCTS,
IS DISTRIBUTED IN NICARAGUA AND EXPORTED THROUGHOUT CENTRAL
AMERICA. THE FIRM'S PRINCIPAL SHAREHOLDER, WITH 70 PERCENT OF
THE STOCK AND REPRESENTING A US\$875,000 INVESTMENT, IS
THE PANAMANIAN CORPORATION MANUFACTURERA LATINOAMERI-
CANA S.A. THE REMAINING 30 PERCENT IS OWNED BY MEMBERS OF
THE WELL KNOWN SENGELMANN FAMILY IN NICARAGUA. THE
SENGELMANN'S OWN THE FIRM AUTOMOTIVE # INDUSTRIAL EQUIP-
MENT CO., WHICH DISTRIBUTES GENERAL MOTORS AUTOMOBILES
AND TRUCKS, AND INTERNATIONAL HARVESTER AGRICULTURAL AND
CONSTRUCTION MACHINERY; THE FIRM CASA SENGELMANN, WHICH
DISTRIBUTES PHILIPS AND HITACHI ELECTRIC EQUIPMENT AND
APPLIANCES; AND HAVE PARTICIPATION IN OTHER CORPORATIONS.
ONE FAMILY MEMBER, KLAUS SENGELMANN, IS NICARAGUA'S
MINISTER OF AGRICULTURE. MANUFACTURERA CENTROAMERICANA
REPORTS A CURRENT WORKING CAPITAL OF US\$2,125,909, A NET
WORTH OF US\$3,739,629, AND AN ANNUAL VOLUME OF BUSINESS
OF US\$4.8 MILLION. FIRM ENJOYS A GOOD REPUTATION IN LOCAL
BANKING AND COMMERCIAL CIRCLES. IT IS RECOMMENDED AS
TRADE CONTACT FOR INTERESTED U.S. CONCERNS.
22. PREPARED BY:RJMONTES APPROVED BY:HVANDENBERG
AT: U.S. EMBASSY, MANAGUA
RUBENSTEIN

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MANAGU05698
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760459-1136
From: MANAGUA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761249/aaaabpwh.tel
Line Count: 98
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: schwenja
Review Comment: n/a
Review Content Flags:
Review Date: 08 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 JUN 2004 by williarl>; APPROVED <16 AUG 2004 by schwenja>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: WTD-R-FTI MANUFACTURERA CENTROAMERICANA S.A.
TAGS: BEXP, PINR, NU, MANUFACTURERA CENTROAMERICANA
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006